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ACTIVITY SUMMARY
ACTIVITY SUMMARIES REPORTS
FOR MONTH ENDING 11/24/95
JOBS SELECTED: REPS 1/II/ASR

11/30/95 15:55:42

NOVEMBER 1995
SALES REPS ONLY

1221 JERSEY CITY DIVISION

	RETAIL	DIRECT	INDIRECT
CALLS MADE	597	2	1
DISPLAYS			
PAPER	498	0	0
DECAL	133	0	0
OTHER	61	0	0
DIVISION POS/PDI	2	0	0
SALES			
INTRODUCTIONS	102	0	0
OUT OF STOCKS	390	0	0
OUT OF STOCK COR	0	0	0
SALES BY TYPE			
CASH	0	0	0
EXCHANGE	0	0	0
DELIVERED	0	0	0
ORDER BOOK	1089	0	0
PRE-BOOK	15366	0	0
RJR	0	0	0
TOTAL	16455	0	0

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ACTIVITY SUMMARY
ACTIVITY SUMMARIES REPORTS
FOR MONTH ENDING 11/24/95
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1222 YONKERS DIVISION

1282

	RETAIL	DIRECT	INDIRECT
CALLS MADE	1252	12	18
ADVERTISING			
PAPER	797	0	4
DECAL	83	0	0
OTHER	18	0	0
DIVISION POS/PDI	5	0	0
SALES			
INTRODUCTIONS	219	0	1
OUT OF STOCKS	1251	12	22
OUT OF STOCK COR	0	0	0
SALES BY TYPE			
CASH	0	0	0
EXCHANGE	0	0	0
DELIVERED	0	0	0
ORDER BOOK	659	0	150
PRE-BOOK	35055	0	10
RJR	0	22	0
TOTAL	35714	22	160

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ACTIVITY SUMMARY
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1223 NASSAU DIVISION

	RETAIL	DIRECT	INDIRECT
CALLS MADE	1084	7	26
ADVERTISING			
PAPER	1192	0	0
DECAL	38	0	0
OTHER	30	0	0
DIVISION POS/PDI	19	0	0
SALES			
INTRODUCTIONS	209	1	2
OUT OF STOCKS	421	8	5
OUT OF STOCK COR	0	0	0
SALES BY TYPE			
CASH	0	0	0
EXCHANGE	0	0	0
DELIVERED	0	0	0
ORDER BOOK	2063	0	0
PRE-BOOK	35336	0	0
RJR	0	3	0
TOTAL	37399	3	0

1117

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ACTIVITY SUMMARIES REPORTS
FOR MONTH ENDING 11/24/95
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1224 MANHATTAN DIVISION

	RETAIL	DIRECT	INDIRECT
CALLS MADE	1141	6	1
ADVERTISING			
PAPER	2390	0	0
DECAL	1915	0	3
OTHER	715	21	0
DIVISION POS/PDI	218	1	0
SALES			
INTRODUCTIONS	156	0	0
OUT OF STOCKS	649	0	0
OUT OF STOCK COR	0	0	0
SALES BY TYPE			
CASH	2	0	0
EXCHANGE	0	0	0
DELIVERED	0	0	0
ORDER BOOK	72	0	0
PRE-BOOK	22771	0	0
RJR	28	0	0
TOTAL	22873	0	0

1148

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ACTIVITY SUMMARY
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1225 BROOKLYN DIVISION

1065

	RETAIL	DIRECT	INDIRECT
CALLS MADE	1059	5	1
ADVERTISING			
PAPER	1989	0	0
DECAL	498	0	0
OTHER	94	0	0
DIVISION POS/PDI	43	0	2
SALES			
INTRODUCTIONS	221	31	0
OUT OF STOCKS	751	3	0
OUT OF STOCK COR	0	0	0
SALES BY TYPE			
CASH	0	0	0
EXCHANGE	0	0	0
DELIVERED	0	0	0
ORDER BOOK	4011	0	0
PRE-BOOK	12791	0	0
RJR	0	0	0
TOTAL	16802	0	0

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ACTIVITY SUMMARY

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ACTIVITY SUMMARIES REPORTS
FOR MONTH ENDING 11/24/95
JOBS SELECTED: REPS I/II/ASR

1226 NORTH JERSEY DIVISION

1198

	RETAIL	DIRECT	INDIRECT
CALLS MADE	1165	29	4
ADVERTISING			
PAPER	376	0	0
DECAL	304	0	0
OTHER	52	0	0
DIVISION POS/PDI	1	0	0
SALES			
INTRODUCTIONS	280	0	1
OUT OF STOCKS	1120	45	10
OUT OF STOCK COR	0	0	0
SALES BY TYPE			
CASH	0	0	0
EXCHANGE	0	0	0
DELIVERED	0	0	0
ORDER BOOK	2042	0	0
PRE-BOOK	35534	0	33
RJR	1	16	0
TOTAL	37577	16	33

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1229 QUEENS DIVISION

1103

	RETAIL	DIRECT	INDIRECT
CALLS MADE	1101	1	1
ADVERTISING			
PAPER	1065	0	0
DECAL	234	0	0
OTHER	22	0	0
DIVISION POS/PDI	26	0	0
SALES			
INTRODUCTIONS	549	0	0
OUT OF STOCKS	813	7	0
OUT OF STOCK COR	9	0	0
SALES BY TYPE			
CASH	1185	0	0
EXCHANGE	0	0	0
DELIVERED	12	0	0
ORDER BOOK	1650	0	0
PRE-BOOK	37434	0	0
RJR	0	0	0
TOTAL	40281	0	0

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ACTIVITY SUMMARY

11/30/95 15:55:42

ACTIVITY SUMMARIES REPORTS
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12 NEW YORK METRO REGION

	RETAIL	DIRECT	INDIRECT
CALLS MADE	7399	62	52
ADVERTISING			
PAPER	8307	0	4
DECAL	3205	0	3
OTHER	992	21	0
DIVISION POS/PDI	314	1	2
SALES			
INTRODUCTIONS	1736	32	4
OUT OF STOCKS	5395	75	37
OUT OF STOCK COR	9	0	0
SALES BY TYPE			
CASH	1187	0	0
EXCHANGE	0	0	0
DELIVERED	12	0	0
ORDER BOOK	11586	0	150
PRE-BOOK	194287	0	43
RJR	29	41	0
TOTAL	207101	41	193

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